



Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

FW: LDC00278 - Portals 1

23 min ago

(b) (6) [REDACTED] lks@colliers.com>
To: "brandon.rowe@gsa.gov" <brandon.rowe@gsa.gov>

Mon, Nov 14, 2022 at 1:07 PM

Brandon,

Per my message, please see below and attached.

What is a good time to talk?

Thank you,

Charles

From: Dilks, Charles
Sent: Thursday, November 10, 2022 9:58 AM
To: marisol.medina@gsa.gov
Subject: LDC00278 Portal 1

Mari ol,

Good morning Per my message, please let me know if there is a convenient time to discuss the attached letter regarding the HUD lease at Portals 1. The building is being converted to residential and the buyer of the property would like to see if GSA is agreeable to terminating this lease. This is one of those very few moments, when the landlord of one of your buildings would be pleased to have the Government vacate the property. It would seem odd to me if this would not be a "win win" for both GSA and the Leasor There are several opportunities for GSA to backfill existing vacancy (both federally owned and leased). One such option is the HUD lease at Potomac Center South (LDC00280), which I understand contain ample vacancy and unused space.

Thank you,

Charles

Charles Dilks, Jr.

Executive Vice President

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Lowe Letter and Package.pdf
5056K

Brandon Rowe WPREC brandon.rowe@gsa.gov
To: (b) (6) @colliers.com>

Tue, Nov 15, 2022 at 2:06 PM

Hi Charles,

I wanted to confirm receipt of your email, and will take this to the client to begin discussing options. Out of curiosity, has the FAA (LDC00260) already agreed to these early termination requests?

Thanks,

Brandon Rowe
Lease Contracting Officer
National Capital Region
U.S. General Service Administration
1800 F St. NW, Room 4150
Washington, DC 20407
(b) (6) cell

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Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Tue, Nov 15, 2022 at 2:42 PM

To: Lori Malachi - WPRBA <lori.malachi@gsa.gov>, Shayna Cagliano - WPREB <shayna.cagliano@gsa.gov>

Cc: Patrick Audant - WPRBA <patrick.audant@gsa.gov>, Belinda Gamble-DiCuppe - WPXO-C
<Belinda.gambledicuppe@gsa.gov>

Hi Team,

I had an interesting call with the landlord's rep for Portals I (1250 Maryland Ave). They are looking to convert the building from commercial to residential, and are asking if both HUD & FAA would be willing to relocate to other existing GSA inventory. I told them no guarantees, but I present the information to them asap. This could be a win-win scenario if both are willing to relocate, and terminate their lease 5 years early from both a cost saving and efficiency standpoint. I doubt we've engaged the clients in either location, but I think this is at the very least worth entertaining.

Thanks,

Brandon Rowe
Lease Contracting Officer
National Capital Region
U.S. General Service Administration
1800 F St. NW, Room 4150
Washington, DC 20407

(b) (6) cell

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Lori Malachi - WPRBA <lori.malachi@gsa.gov>

Tue, Nov 15, 2022 at 3:05 PM

To: Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Cc: Shayna Ciano WPREB shayna.ciano@gsa.gov, Patrick Audant WPRBA patrick.audant@gsa.gov, Belinda Gamble-DiCupe - WPXO-C <Belinda.gambledicupe@gsa.gov>

Hi Brandon,

I was in training when you called. Mariol brought this issue to us a few weeks ago, and Patrick and I have already met with FAA and HUD about the possibility for an early vacation. HUD was not amenable to this idea as they are in the midst of planning for realignment and renovations to their federal space the Weaver FOB and would likely not be ready before lease expiration in 2027. The FAA is also in the midst of a realignment of their FOB, but wanted to know if there was a funding incentive, if the lease would fund the move and placement.

We can certainly discuss this further, but this is where we are.

Thank you

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Kind regards,

Lori A Malachi

Planning Manager

Client Delivery Division 2

Office of Real Estate Delivery (ORED)

U.S. General Services Administration

National Capital Region (NCR)

202 401 7030 (office) (b) (6) (mobile)

Patrick Audant - WPRBA <patrick.audant@gsa.gov>

Tue, Nov 15, 2022 at 4:19 PM

To: Lori Malachi - WPRBA <lori.malachi@gsa.gov>

Cc: Brandon Rowe WPREC brandon.rowe@gsa.gov, Shayna Ciano WPREB shayna.ciano@gsa.gov, Belinda Gamble-DiCupe - WPXO-C <Belinda.gambledicupe@gsa.gov>

Hi Brandon,

I am happy to hear that you are in talk with the owner. As Lori stated, neither agency is interested in moving. FAA indicated that the owners would have to make it worth it for them to move. (that would probably be worth more than move and replication costs, since there would be work disruption also to take into account) HUD is not interested in moving, and I am not sure what would be required for them to change their minds. The HUD lease that this group mentioned is actually being readied for another HUD group to occupy as far as I know. And in any case it is not on our inventory of vacant space.

For context: HUD has 28,854 RSF at the Portals, While FAA has 45,118 RSF for a total of 73,972 RSF

Thanks

Patrick Audant, RA, WPRBA

Branch Chief, CDD 2

Office of Real Estate Delivery (ORED)

U.S. General Services Administration

Public Buildings Service | National Capital Region

202.870.6541 | patrick.audant@gsa.gov

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Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Tue, Nov 15, 2022 at 4:41 PM

To: Patrick Audant - WPRBA <patrick.audant@gsa.gov>

Cc: Lori Malachi - WPRBA <lori.malachi@gsa.gov>, Shayna Casiano - WPREB <shayna.casiano@gsa.gov>, Belinda Gamble-DiCupe - WPXO-C <Belinda.gambledicupe@gsa.gov>

Hi All,

I really appreciate these perspectives and that we're engaging the clients. I would like to explore some possible talking points here that can be taken back to HUD and FAA. Do you have time tomorrow or Thursday to meet for 15-30min?

Thanks,

Brandon Rowe
Lease Contracting Officer
National Capital Region
U.S. General Services Administration
1800 F St. NW, Room 4150
Washington, DC 20407
(b) (6) cell

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Patrick Audant - WPRBA <patrick.audant@gsa.gov>

Tue, Nov 15, 2022 at 4:56 PM

To: Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Cc: Lori Malachi - WPRBA <lori.malachi@gsa.gov>, Shayna Casiano - WPREB <shayna.casiano@gsa.gov>, Belinda Gamble-DiCupe - WPXO-C <Belinda.gambledicupe@gsa.gov>

Hi Brandon,

My calendar is open Thursday am. Just pick a slot and send an invite

Thanks

Patrick Audant, RA, WPRBA

Branch Chief, CDD 2
Office of Real Estate Delivery (ORED)
U.S. General Services Administration
Public Buildings Service | National Capital Region
202.870.6541 | patrick.audant@gsa.gov

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Lori Malachi - WPRBA <lori.malachi@gsa.gov>

Tue, Nov 15, 2022 at 5:08 PM

To: Patrick Audant - WPRBA <patrick.audant@gsa.gov>

Cc: Belinda Gamble-DiCupe - WPXO-C <belinda.gambledicupe@gsa.gov>, Brandon Rowe - WPREC <brandon.rowe@gsa.gov>, Shayna Casiano - WPREB <shayna.casiano@gsa.gov>

Brandon,

Sure. I'm pretty flexible tomorrow and Thursday.

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Lori Malachi - WPRBA <lori.malachi@gsa.gov>

Wed, Nov 16, 2022 at 10:51 AM

To: Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Cc: Belinda Gamble-DiCupe - WPXO-C <belinda.gambledicupe@gsa.gov>, Patrick Audant - WPRBA <patrick.audant@gsa.gov>, Shayna Casiano - WPREB <shayna.casiano@gsa.gov>

Brandon,

The lessor you spoke with keeps calling me. I'm not in position to have discussions with lessors, so I won't be taking his calls.

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Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Wed, Nov 16, 2022 at 12:33 PM

To: Lori Malachi - WPRBA <lori.malachi@gsa.gov>

Cc: Belinda Gamble-DiCupe - WPXO-C <belinda.gambledicupe@gsa.gov>, Patrick Audant - WPRBA <patrick.audant@gsa.gov>, Shayna Casiano - WPREB <shayna.casiano@gsa.gov>

Hi Lori,

Completely agree, I'll email them to state that communications need to be coordinated through me.

Thanks,

Brandon Rowe
Lease Contracting Officer
National Capital Region
U.S. General Services Administration
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Washington, DC 20407
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Lori Malachi - WPRBA <lori.malachi@gsa.gov>

Wed, Nov 16, 2022 at 12:34 PM

To: Brandon Rowe - WPREC <BRANDON.ROWE@gsa.gov>

Cc: Belinda Gamble-DiCupe - WPXO-C <belinda.gambledicupe@gsa.gov>, Patrick Audant - WPRBA <patrick.audant@gsa.gov>, Shayna Casiano - WPREB <shayna.casiano@gsa.gov>

Brandon,

Thanks so much.

On Nov 16, 2022, at 12:33 PM, Brandon Rowe - WPREC <BRANDON.ROWE@gsa.gov> wrote:

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Kind regards,

Lori A Malachi

*Planning Manager
Client Delivery Division 2
Office of Real Estate Delivery (ORED)
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National Capital Region (NCR)
202.401.7030 (office), (b) (6) (mobile)*

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Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Wed, Nov 16, 2022 at 12:36 PM

To: "(b) (6)"@colliers.com>

Hi Charles,

I'm meeting internally with our project team tomorrow to discuss the owner's request. I'll be communicating back through you on behalf of the team, and keep you abreast of developments and decisions.

Thanks,

Brandon Rowe
Lease Contracting Officer
National Capital Region
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1800 F St. NW, Room 4150
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(b) (6)"@colliers.com>

Wed, Nov 16, 2022 at 1:29 PM

to: Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Brandon,

That is fantastic. Thank you for the update. Will you be discussing the VA lease as well?

Thank you again.

Charles

From: Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Sent: Wednesday, November 16, 2022 12:37 PM

To: (b) (6) @colliers.com>
Subject: Re: FW: LDC00278 - Portals 1

Hi Charles,

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Brandon Rowe - WPREC <brandon.rowe@gsa.gov>
To: (b) (6) @colliers.com>

Fri, Dec 9, 2022 at 12:25 PM

Hi Charles,

We met with HUD last week to discuss this lease. The conversation was productive, and they have been presented with several options in an attempt to vacate the space early. They're going to mull things over and discuss with their senior leadership. We haven't met with FAA, but are tentatively scheduled for early CY2023.

Thanks,

Brandon Rowe
Lease Contracting Officer
National Capital Region
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1800 F St. NW, Room 4150
Washington, DC 20407
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(b) (6) @colliers.com>
To: Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Fri, Dec 9, 2022 at 12:31 PM

Brandon,

Thank you for the update. Are you around on Monday to talk?

Have a great weekend.

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(b) (6) @colliers.com>
To: Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Tue, Jan 10, 2023 at 3:42 PM

Hi Brandon.

Do you have time to talk?

Thanks,

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Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Thu, Jan 19, 2023 at 2:45 PM

To: (b) (6) @colliers.com>

Hey Charles,

I apologize I'm stuck in other meetings this afternoon, but I saw you called. As an update, I had a productive meeting with FAA yesterday who informed me that they are actively looking at alternative locations nearby to accommodate an early move out of the building. I've asked that they put their commitments in writing before we can discuss the terms of terminating the lease early. HUD has stated that they are looking into option to move their staff into the Weaver building by the end of the year, but need to go through a programming and design process first. Both clients are interested in knowing what the owner is willing to offer up as concession for the early termination of these contracts. Have you discussed any incentives the owner is able to provide for these agencies to move out of the building?

Thanks,

Brandon Rowe
Lease Contracting Officer
National Capital Region
U.S. General Services Administration
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Dilks, Charles <Charles.Dilks@colliers.com>

Thu, Jan 19, 2023 at 2:49 PM

To: Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Brandon,

Thank you for your email and all your work on this. Who at FAA are you working with? I will connect with the owner about an incentive for relocation. Do you have a recommendation? I note that it is difficult to "give" the government money.

Thanks again.

[Quoted text hidden]

(b) (6) @colliers.com>

Mon, Jan 23, 2023 at 6:43 PM

To: Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Brandon,

Is there a good time to talk tomorrow (Tuesday)?

Thank you,

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Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Tue, Jan 24, 2023 at 10:31 AM

To: (b) (6) @colliers.com>

Hi Charles,

I have some time today at 3pm to talk, does that work for you?

Thanks,

Brandon Rowe
Lease Contracting Officer
National Capital Region
U.S. General Services Administration
1800 F St. NW, Room 4150
Washington, DC 20407
(b) (6) cell

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Dilks, Charles <Charles.Dilks@colliers.com>
To: Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Tue, Jan 24, 2023 at 11:16 AM

Hi Brandon. Can we talk at 3:15? Thanks

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Brandon Rowe - WPREC <brandon.rowe@gsa.gov>
To: (b) (6) @colliers.com>

Tue, Jan 24, 2023 at 11:18 AM

Yeah that works for me, just give me a call.

Brandon Rowe
Lease Contracting Officer
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Washington, DC 20407
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(b) (6) @colliers.com>
To: Brandon Rowe - WPREC <brandon.rowe@gsa.gov>

Tue, Jan 24, 2023 at 11:20 AM

great

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